

Message Text

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ACTION NEA-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 180542Z MAR 74

FM AMEMBASSY TEHRAN

TO USDOC WASHDC

INFO SECSTATE WASHDC 5790

UNCLAS TEHRAN 2144

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJ: FISH HARVESTING EQUIPMENT TRADE MISSION

REF: A. TEHRAN 1723 B. USDOC 3911 C. LEHFELDT/HALE TELECON

1. EMBASSY CONFIRMS ACCEPTANCE OF FISH HARVESTING TRADE MISSION ON UNDERSTANDING THAT IT CAN ONLY GUARANTEE VERY LIMITED AUDIENCE. CHECKED AGAIN WITH MR KELANY, TECHNICAL MANAGER OF PERSIAN GULF FISHERIES, ALBERT RUPPEL, AMERICAN CONSULTANT TO THAT FIRM, AND AMCONSUL KHORRAMSHAHR WHO REITERATED SALES PROSPECTS THIS TIME VERY RPT VERY LIMITED. KELANY INDICATED WILLINGNESS TO MEET WITH MISSION BUT WOULD NOT BE ABLE TO FINALIZE BUSINESS AT SUCH MEETING. HE HOPES TO HAVE SPECIFICATIONS AND TENDER CONDITIONS AVAILABLE TO US COMPANIES BY END OF JUNE 1974. HIS OPINION IS THAT PRIVATE DISCUSSIONS WITH FIRMS INVITED TO BID WILL BE MORE USEFUL AFTER SPECIFICATIONS ARE STUDIED BY SUPPLIERS.

2. BUILDERS OF FISHING VESSELS* WHO EMBASSY UNDERSTANDS WILL BE AMONG MISSION MEMBERS, ALSO WILL FIND LIMITED PROSPECTS. PROCUREMENT VESSELS FROM INDIA (ON POLITICAL GROUNDS) DESCRIBED REF A.)

3. VESSELS, EQUIPMENT, AND TECHNOLOGY USED IN CASPIAN FISHERIES SUPPLIED BY RUSSIANS UNDER LONG-STANDING BILATERAL AGREEMENT. HIGHLY DOUBTFUL THAT GREAT PROSPECTS WOULD BE FOUND THAT AREA AT THIS TIME. SOME TECHNICIANS WOULD PROBABLY INFORM MISSION MEMBERS THEY WOULD "LIKE TO PURCHASE OR BE PREPARED TO PURCHASE EQUIPMENT FROM US." HOWEVER, THERE NO DOUBT THAT SUCH INTENTIONS WOULD

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BE QUICKLY REVERSED BY HIGHER POLITICAL LEVELS.

HELMS

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